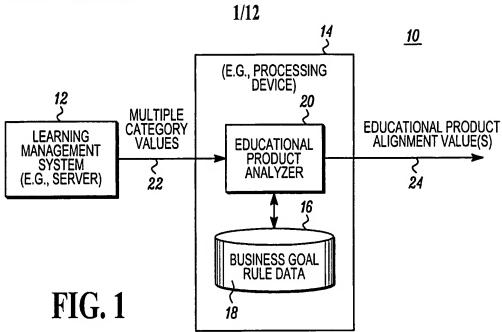
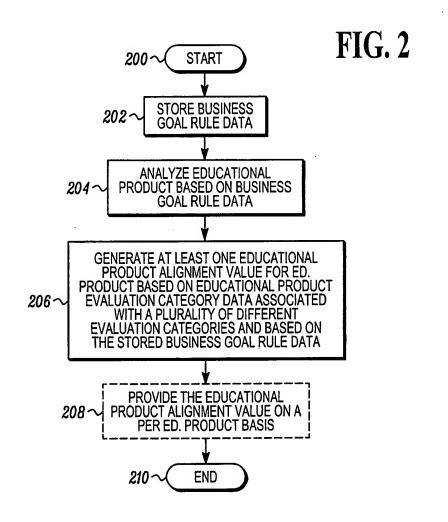
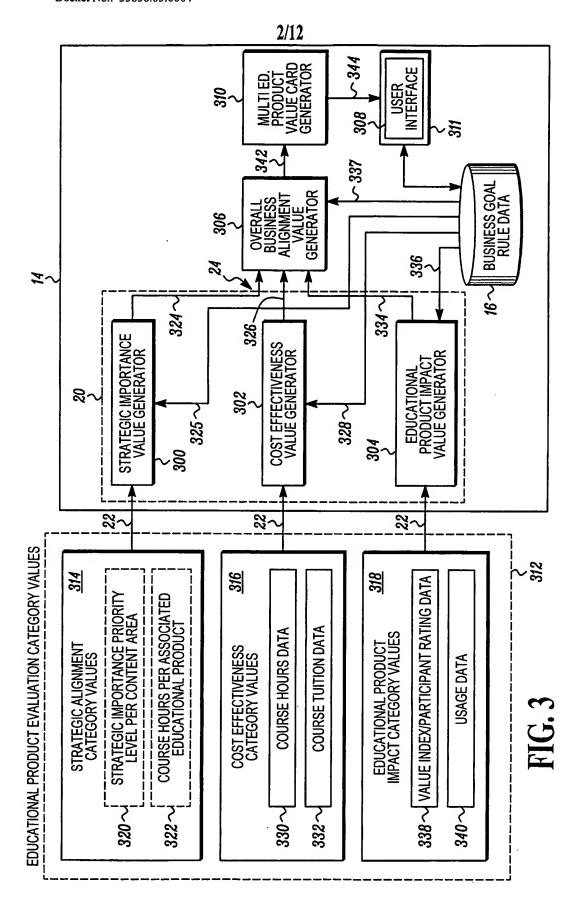
"Educational Product Evaluation

Method and Apparatus" Inventors: Kolar et al Docket No.: 33836.03.0004





Inventors: Kolar et al Docket No.: 33836.03.0004



Docket No.: 33836.03.0004

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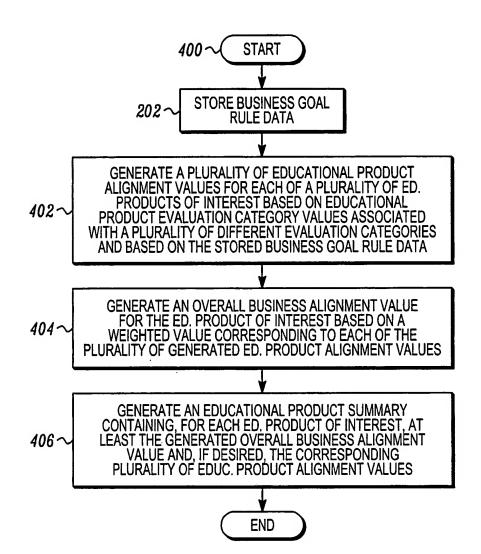
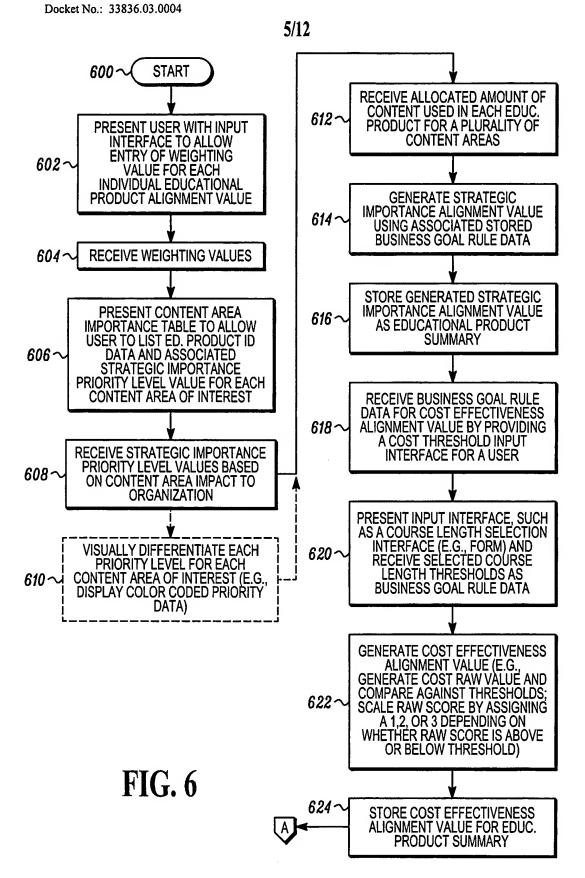


FIG. 4

		-508		~344									FIG	
		KEYS DRIVERS OF FINAL RATING	FAIR ALIGNMENT WITH WAY OFF ON TARGET HOURS AND SOMEWHAT OFF ON COST LOW USAGE AND MEDIUM RATINGS	POOR ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS AND COST HIGH USAGE AND MEDIUM RATINGS	POOR ALIGNMENT WITH OFFERINGS WAY OFF TARGET HOURS AND COST HIGH USAGE AND MEDIUM RATINGS	POOR ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS BUT WAY OFF ON COST HIGH USAGE AND LOW RATINGS	POOR ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS AND COST HIGH USAGE AND MEDIUM RATINGS	POOR ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS AND COST LOW USAGE AND LOW RATINGS	POOR ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS AND COST HIGH USAGE AND MEDIUM RATINGS	EXCELLANT ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS AND COST LOW USAGE AND MEDIUM RATINGS	EXCELLENT ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS AND COST LOW USAGE AND MEDIUM RATINGS	POOR ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS AND COST HIGH USAGE AND MEDIUM RATINGS	POOR ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS BUT WAY OFF ON COST LOW USAGE AND MEDIUM RATINGS	FAIR ALIGNMENT WITH OFFERINGS WITHIN TARGET HOURS BUT WAY OFF ON COST LOW USAGE AND MEDIUM RATINGS
9		OVERALL BUSINESS ALIGNMENT VALUE 342	ii		)     	Si Z		7,69,7		3.42			joj p	11/00'4
334 506	0.15	/IMPACT VALUE												
504	-0.35	COST EFFECTIVENESS VALUE		3			3		8	3	ε	3		
	3 0.50	STRATEGIC IMPORTANCE ALIGNMENT VALUE							3	3				
	<b>EDUCATIONAL PRODUCT SUMMARY WEIGHTING</b>	EDUCATIONAL PRODUCT ID (NAME)	ACCOUNTS RECEIVABLE PRIMER 324	BEST PRACTICES FOR CUSTOMER BILLING	BILLING 101	CUSTOMER SERVICE EXCELLENCE	FINANCIAL BASICS	FINANCE IN OUR BUSINESS	HOW FINANCE WORKS	HUMAN CAPITAL TRANSFORMATION WORKSHOP	INTRODUCTION TO BILLING SYSTEMS	MARKETING FOR YOUR CUSTOMERS	PROCUREMENT OVERVIEW	TECHNOLOGY FOR TODAY'S BUSINESS LEADER
	<b>EDUCATIONAL PRO</b>			009						_				

"Educational Product Evaluation Method and Apparatus" Inventors: Kolar et al



"Educational Product Evaluation

Method and Apparatus" Inventors: Kolar et al Docket No.: 33836.03.0004 6/12 GENERATE EDUC. PRODUCT IMPACT VALUE -OBTAIN PARTICIPANT RATING VALUE (E.G., VALUE INDEX OTHER SUITABLE DATA); 626-OBTAIN EDUC. PRODUCT UŚAGE DATA AND USE RATING DATA USAGE DATA AND CORRESPONDING **BUSINESS GOAL RULE DATA TO** DETERMINE EDUC. PRODUCT IMPACT ALIGNMENT VALUE DETERMINE OVERALL BUSINESS ALIGNMENT VALUE USING IMPORTANCE ALIGNMENT VALUE, COST EFFECTIVENESS ALIGNMENT VALUE AND EDUC. 628 ~ PRODUCT IMPACT ALIGNMENT VALUE CONVERT (E.G., SCALE OVERALL BUSINESS ALIGNMENT VALUE BASED ON DESIRED FUNCTION (FORMULA) TO GET A RANGE AND COMPARE TO THRESHOLDS (E.G., USE A LOT) TO PRODUCE OVERALL BUSINESS ALIGNMENT VALUE WITH REFERENCE TO DIFFERENT LEVELS OF ACCEPTANCE 630~ VISUALLY SHOW OVERALL 632 **BUSINESS ALIGNMENT VALUE** WITHIN A LEVEL OF ACCEPTANCE STORE OVERALL BUSINESS 634 ALIGNMENT VALUE FOR **EDUCATIONAL PRODUCT SUMMARY** GENERATE AND DISPLAY **EDUCATIONAL PRODUCT SUMMARY** CONTAINING PLURALITY OF ED. 636 ^ PRODUCT ALIGNMENT VALUES AND **OVERALL BUSINESS ALIGNMENT VALUES** ON A PER EDUC. PRODUCT BASIS

**END** 

FIG. 7

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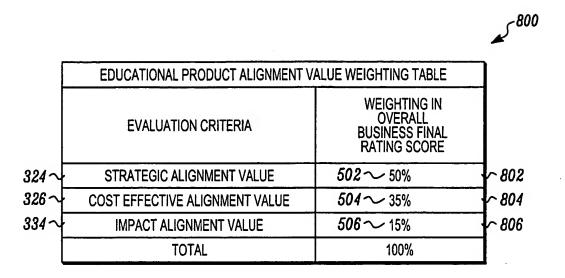


FIG. 8

900

CONTENT AREA IMPORTANCE TABLE STRATEGIC IMPORTANCE **CONTENT AREA** PRIORITY LEVEL DATA 902√ **CUSTOMER CONTACT TRANSFORMATION** FINANCE & ACCOUNTING OUTSOURCING H(3)**HUMAN CAPITAL TRANSFORMATION** M(2)INFORMATION TECHNOLOGY OUTSOURCING **OPERATIONS - BACK OFFICE SOLUTIONS** 320 PROCEDUREMENT SOLUTIONS L(1) M(2) INSIGHT DRIVEN MARKETING ENTERPRISE SOLUTIONS ENTERPRISE RESOURCE PLANNING (ERP) H(3)H(3)IT TRANSFORMATION CIO FOCUSED TECHNOLOGY OFFERINGS

FIG. 9

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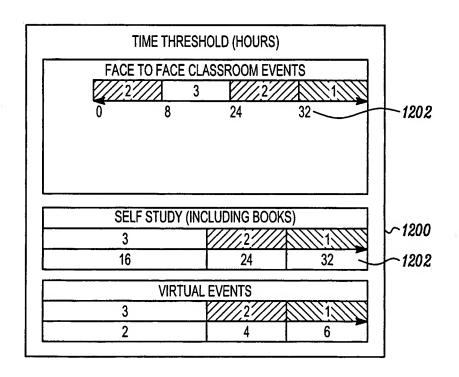
				FORMULA IS:		((4*1)+(4*1))(8*3)	(8-1)+(4-1)+(4-1))(16-3)	((4*1)+(20*1))((24*3)		(8*1)+(8*3))(16*3)	(1*1)+(1*3))/(2*2)	((10*1)+(30*3))(40*3)	((4*1)+(20*3))((24*3)	~	1004	8/12
	320	324	~	STRATEGIC IMPORTANCE ALIGNMENT FOR VALUE (RAW DATA)		8 ((4*1	12 ((8*1)	24 ((4*1		1.8))	(1.1)	.01))	((4.1)		-	
	8	7		CIO FOCUSED TECHNOLOGY OFFERINGS		4	4	50								
				IT ATION												
	1002			ENTERPRISE SOLUTIONS ENTERPRISE RESOURCE PLANNING (ERP)						8	-	ę	4			
		7	MEDIUM (2)	INSIGHT DRIVEN MARKETING												
		Sys		PROCUREMENT SOLUTIONS											0	
	T COVERS	CONTENT AREAS		OPERATIONS- BACK OFFICE SOLUTIONS			. 4			8	-	10	4		FIG. 10	
	TIONAL PRODUC		MEDIUM (2)	INFORMATION TECHNOLOGY OUTSOURCING												
	REAS THE EDUCATIONAL PRODUCT COVERS			HUMAN SAPITAL TRANS- FORMATION	IS/SERVICES)				ERVICES							
1000 2	ABLE THE CONTENT AF			FINANCE & ACCOUNTING OUTSOURCING	ERING (PRODUCT	4	80	4	PRODUCT AND S							
	CONTENT AREA TO DUCT HOURS TO		MEDIUM (2)	CUSTOMER CONTACT TRANS- FORMATION	O THE SAME OFF				AP TO THE SAME							
	BREAKDOWN BY EDUCATION PRO			EDUCATIONAL PRODUCT TOTAL HOURS	PRODUCTS MAP 1	æ	16	77	VAL PRODUCTS M	91	2	40	24			
	EDUCATIONAL PRODUCT BREAKDOWN BY CONTENT AREA TABLE USER WOULD MAP EACH EDUCATION PRODUCT HOURS TO THE CONTENT AR			EDUCATIONAL PRODUCT ID	THESE EDUCATIONAL PRODUCTS MAP TO THE SAME OFFERING (PRODUCT	FINANCIAL BASICS	HOW FINANCE WORKS	FINANCE IN OUR BUSINESS	THESE EDUCATIONAL PRODUCTS MAP TO THE SAME PRODUCT AND SI	BILLING 101	ACCOUNTS RECEIVABLE PRIMER	INTRODUCTION TO BILLING SYSTEMS	BEST PRACTICES FOR CUSTOMER BILLING			

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FACE TO FACE	CLASSROOM EVE	NTS
3	V////5////	
\$1,200	\$1,800	\$2,100
SELF STUDY	(INCLUDING BOOK	S)
3	////2////	
\$100	\$250	\$500
VIRT	UAL EVENTS	
3	V///2////	
\$0	\$30	\$50

**FIG.** 11

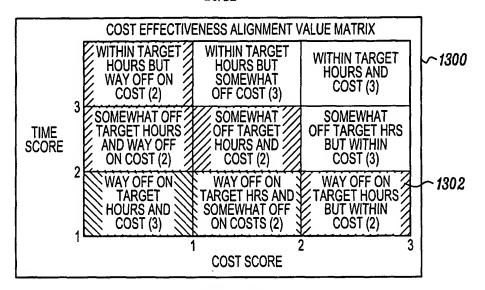


**FIG. 12** 

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**FIG. 13** 

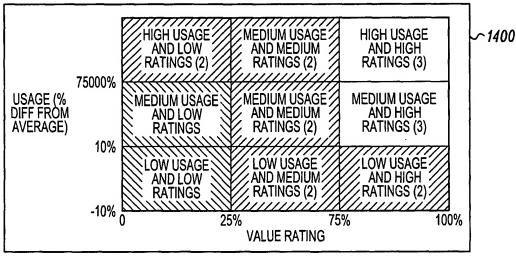
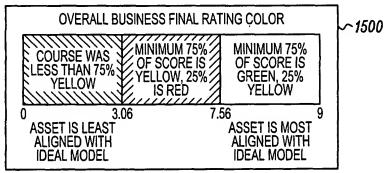


FIG. 14



**FIG. 15** 

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		ISAGE ANALYSIS - F EDUCATIONAL PRO	
THRESHOLD	# EDUCATIONAL PRODUCTS	% EDUCATIONAL PRODUCTS	1602
80%	5	5%	80% OF THE USAGE, COMES FROM 5% (5) OF THE EDUCATIONAL PRODUCTS. THE MAJORITY OF YOUR USAGE COMES FROM ONLY 5 OF THE EDUCATIONAL PRODUCTS. WHY ARE PEOPLE ONLY USING THESE 5?
50%	16	16%	50% (HALF) OF THE USAGE, COMES FROM 10% (10) OF THE EDUCATIONAL PRODUCTS. HALF OF YOUR USAGE COMES FROM ONLY 16 EDUCATIONAL PRODUCTS. WHAT ABOUT THE OTHER 36? WHY ARE PEOPLE NOT USING THEM?
	100		TOTAL NUMBER OF EDUCATIONAL PRODUCTS
	TOTAL USAGE (FOR 10 MOST USED)	3,019	
	% OF TOTAL USAGE	37.7%	ABOUT 1 OUT OF EVERY 3 EDUCATIONAL PRODUCTS USED COMES FROM THE SAME POOL OF 10 EDUCATIONAL PRODUCTS
	TOTAL USAGE (FOR 10 LEAST USED)	0	
	% OF TOTAL USAGE	0.0%	IN THIS CASE THERE ARE AT LEAST 10 EDUCATIONAL PRODUCTS THAT HAVE NOT BEEN USED AT ALL.
	# OF ASSETS WHICH HAVE LOW USAGE (20 OR LESS PEOPLE)	70	
	% OF TOTAL ASSETS	27%	ABOUT 1 OUT OF EVERY 4 EDUCATIONAL PRODUCTS HAS 20 OR FEWER USERS.
	# OF ASSETS NOT USED IN PAST 2 YEARS	45	
	% OF TOTAL ASSETS	17%	ABOUT 1 OUT OF EVERY 5 EDUCATIONAL PRODUCTS HAVEN'T BEEN USED IN THE PAST 2 YEARS.

**FIG. 16** 

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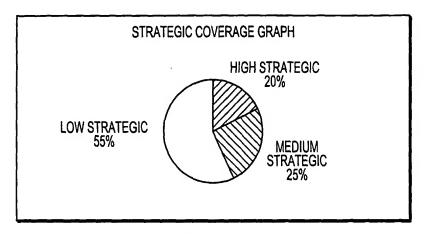


FIG. 17

1800

**CONTENT AREAS** ENTERPRISE SOLUTIONS ENTERPRISE CIO FOCUSED TECHNOLOGY FINANCE & ACCOUNTING OUTSOURCING **OPERATIONS EDUCATIONAL BACK OFFICE** PRODUCT NAME RESOURCE SOLUTIONS **OFFERINGS** PLANNING (ERP) THESE EDUCATIONAL PRODUCTS MAP TO THE SAME OFFERING (PRODUCTS/SERVICES) FINANCIAL BASICS Χ Χ **HOW FINANCE** χ Χ **WORKS** FINANCE IN OUR χ Χ **BUSINESS** THESE EDUCATIONAL PRODUCTS MAP TO THE SAME PRODUCT AND SERVICES **BILLING 101** Χ X **ACCOUNTS RECEIVABLE** Χ X PRIMER INTRODUCTION TO Χ χ **BILLING SYSTEMS** BEST PRACTICES FOR χ Χ **CUSTOMER BILLING** 

**FIG. 18**